

## Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 ICA-20 CIAE-00 INR-10 NSAE-00  
/051 W

-----113542 161648Z /46

R 161455Z MAY 78  
FM AMEMBASSY MOSCOW  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 1754  
AMCONSUL LENINGRAD

UNCLAS SECTION 01 OF 02 MOSCOW 10808

USDOC FOR BEWT/TDAD (BOWIE)

E.O. 11652: N/A  
TAGS: BEXP, BTRA, OTRA, UR  
SUBJECT: MOSCOW SEMINAR: MARKETING IN U.S.

SUMMARY: E/COUNS AND COMOFF MET MAY 12 WITH MEL'NIKOV  
TO REVIEW STATUS OF SEMINAR PREPARATIONS. MEL'NIKOV  
INDICATED THAT MOST MATTERS ARE BEING RESOLVED BUT  
NOTED SOME VISA APPLICATIONS NOT YET RECEIVED AND  
ASKED FOR EARLY TRANSMITTAL OF U.S. PAPERS. (PLANS  
FOR DR. SLATER BEING REPORTED SEPTTEL) END SUMMARY.

1. SEMINAR FACILITIES. MEL'NIKOV CONFIRMED THAT SEMINAR  
WILL BE HELD IN FACILITIES OF ACADEMY OF FOREIGN  
TRADE, LOCATED AT PUDOVKINO 4A ON LENINHILLS. TWO  
HALLS, ONE SEATING 180 AND ONE SEATING 100, WILL BE  
USED. LIVE PRESENTATIONS IN ENGLISH WILL TAKE PLACE  
IN LARGER OF TWO, WHERE ENGLISH SPEAKERS WILL BE SEATED.  
SMALLER HALL WILL BE EQUIPPED WITH CLOSED-CIRCUIT  
TELEVISION OVER WHICH SPEAKER WILL BE VIEWED BY NON-  
ENGLISH SPEAKERS WHILE SIMULTANEOUS TRANSLATION IS HEARD  
OVER PUBLIC ADDRESS SYSTEM.

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2. SOVIET PARTICIPATION IN SEMINAR. MEL'NIKOV INDICATED  
LARGEST GROUP OF ATTENDEES WOULD BE OFFICERS OF FTO'S,  
INCLUDING NUMBER OF DEPUTY CHAIRMEN. OTHERS WOULD BE  
ECONOMISTS, DEPARTMENT HEADS FROM MFT, REPRESENTATIVES  
OF MARKET RESEARCH INSTITUTE, USA INSTITUTE, ACADEMY OF  
FOREIGN TRADE, DOTHER EDUCATORS, AND OFFICIALS OF SCST,  
GOSPLAN, SEVERAL PRODUCTION MINISTRIES AND THE USSR CHAM-

BER OF COMMERCE AND INDUSTRY. MEL'NIKOV THOUGHT FINAL COUNT OF PARTICIPANTS WOULD BE AVAILABLE BY MAY 19. HE FEELS TOTAL WILL BE NOT LESS THAN 200.

3. TRANSPORTATION. MFT, ALTHOUGH PLANNING TO MEET DELEGATION UPON ARRIVAL AT SHEREMETYEVO VIP LOUNGE, NOT PLANNING TO PROVIDE TRANSPORTATION EITHER MAY 27 OR 28. THEY ARE TENTATIVELY PLANNING TO MAKE AVAILABLE A BUS FOR MOVEMENT BETWEEN HOTEL AND CONFERENCE FACILITIES ON LENIN HILLS MAY 29, 30 AND 31. MEL'NIKOV WAS NOT SURE WHAT TRANSPORTATION ARRANGEMENTS WOULD BE FOR JUNE 1, 2, 3 AND 4. EMBASSY WOULD APPRECIATE INFORMATION ON EXTENT TO WHICH U.S. SIDE PROVIDED TRANSPORTATION TO SOVIETS DURING WASHINGTON AND CHICAGO SEMINARS.

4. HOSPITALITY. THERE ARE CURRENTLY NO INDICATIONS THAT SOVIETS PLANNING HOSPITALITY FUNCTIONS FOR NON-SEMINAR DAYS OF DELEGATION STAY IN MOSCOW, ALTHOUGH IT CONCEIVABLE THAT SOMETHING COULD CROP UP IN CONJUNCTION WITH A FACTORY VISIT.

-- DURING SEMINAR PERIOD, LUNCHESES ARE PLANNED AS FOLLOWS: MAY 29 - SMALL SCALE, HOSTED BY USSR-US TRADE AND ECONOMIC COUNCIL (GRIBKOV APPARENTLY APPROACHED SUSHKOV WHO AGREED TO THIS REQUEST); MAY 30 - SMALL SCALE, UNCLASSIFIED

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HOSTED BY SOVIET SIDE, PROBABLY MANZHULO; MAY 31 - SMALL SCALE, HOSTED BY U.S. SIDE (SKOUG). WE NOTE THAT USDOC HAS SUGGESTED THAT SIZE OF U.S. HOSTED LUNCHEON BE APPROXIMATELY 30 INDIVIDUALS. WOULD IT BE ACCEPTABLE TO A/DAS STROH IF NUMBER REACHED 34, SINCE GRIBKOV AND O'BRIEN OF TRADE AND ECONOMIC COUNCIL WILL HAVE TO BE INCLUDED?

-- REGARDING EVENING ACTIVITIES, EMBASSY FEELS IT WOULD BE PRODUCTIVE FOR U.S. SIDE TO HOST LARGE (UP TO 200 PERSONS) RECEPTION AT USCO AT 1800 HOURS MONDAY, MAY 29. THIS WOULD APPEAR TO BE ONLY SOCIAL EVENT TO WHICH BROAD SPECTRUM OF SEMINAR PARTICIPANTS WOULD BE INVITED AND AT WHICH U.S. SIDE WOULD HAVE OPPORTUNITY TO INTERACT WITH OTHER THAN LEADERSHIP CADRE. OTHER TWO EVENINGS WILL LIKELY BE TAKEN UP BY FUNCTION WHICH FTO'S HAVE EVINCE INTEREST IN HOSTING AND BY ONE EVENING AT THEATER.

-- CAN BEWT HOSPITALITY FUNDS BE INCREASED TO ABOUT \$1000 TO COVER BOTH U.S. HOSTED EVENTS?

5. NON-SEMINAR DAYS. SUNDAY, MAY 28, FREE DAY. NO FORMAL ACTIVITIES ARE PLANNED BY MFT. E/C COUNSELOR INVITES U.S. DELEGATION TO INFORMAL COCKTAILS ON MAY 28. EMBASSY, OF COURSE, PREPARED TO BE RESPONSIVE TO WISHES WHICH DELEGATION MEMBERS MAY EXPRESS. IF THEATER TICKETS DESIRED FOR NIGHTS OF MAY 27-28, PLEASE LET US KNOW ASAP. JUNE 1, 2 AND 3 STILL PLANNED AS MIXTURE OF SIGHTSEEING AND FACTORY TOURS. DETAILS OF FACTORY TOURS REMAIN UNCLEAR, ALTHOUGH IT IS LIKELY THAT ONE WILL BE TO MOSCOW AREA WATCH PRODUCTION FACILITY. CONTRARY TO NAZAROV STATEMENT (PARA 5, USDOC 8806), MFT IS PLANNING TO ARRANGE SIGHTSEEING DURING THIS TIME FRAME. MEL'NIKOV T OK NOTE OF GROUP'S INTEREST IN VIEWING DIAMOND EXHIBITION.  
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6. MEL'NIKOV NOTED THAT MFT HAD RECEIVED TO DATE REQUESTS FOR VISAS FOR A/DAS STROH, BOWIE,

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INFO OCT-01 ISO-00 EB-08 ICA-20 CIAE-00 INR-10 NSAE-00  
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-----113361 161648Z /46

R 161455Z MAY 78  
FM AMEMBASSY MOSCOW  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 1755  
AMCONSUL LENINGRAD

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CLARK, MEYER AND ONE OTHER ONLY. HE ALSO HAD TWO REQUESTS: 1) THAT BEWT NOT WAIT UNTIL RECEIPT OF ALL SEMINAR PRESENTATIONS BEFORE TRANSMITTING THOSE ALREADY ON HAND. HE REQUESTED THAT THOSE ALREADY IN HAND BE TRANSMITTED ASAP IN ORDER THAT INTERPRETERS

COULD BEGIN THEIR PREPARATIONS NOW. (FASTEST MEANS  
OF TRANSMISSION IS BY DIRECT RPT DIRECT AIR SHIPMENT  
(POSSIBLY FINNAIR) TO BOX M, AMERICAN EMBASSY, HELSINKI,  
FOR ATTENTION OF STEVE SIND, U.S. COMMERCIAL OFFICE.)  
2) THAT BEWT INFORM WHETHER ALL SEMINAR SPEAKERS PRE-  
PARED TO ADDRESS THEIR SUBJECTS OUTSIDE THE BASIC  
SEMINAR FRAMEWORK IF SOVIET ORGANIZATIONS SHOULD INVITE  
THEM TO MAKE SPECIAL PRESENTATIONS.  
7. USDOC PLEASE ADVISE. TOON

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## Message Attributes

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